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Success in Fruit Growing

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Ten Reasons Why You Should Grow Fruit For Market!

Being a Plea for the more Extensive Planting of Orchards and their more Intensive Cultivation, and showing the Immense Profits that have been made in Fruit Growing; also explaining how the Greening System of Orcharding will

MAKE MONEY FOR YOU

PUBLISHED BY

THE GREENING NURSERY COMPANY, Monroe, Michigan
Nurserymen, Landscape Architects, Horticulturists

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"The universe is governed by law, fixed, eternal, absolute and inexorable."

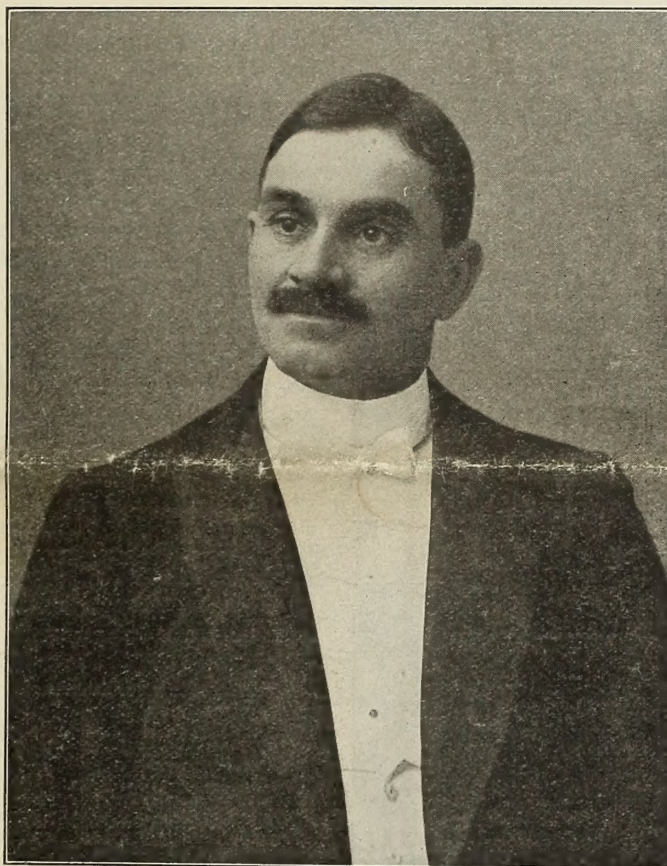
Lecture on Humboldt.

I propose to show in this little booklet that all the operations of fruit growing are governed by natural law, and that the secret of success in this work consists in discovering those laws and conforming with them; in other words, we must learn to mix our brains with our business. So long as man depended on the sea to fit the ship, the ship went down; but when at last he built the ship to fit the sea it rode out every storm and came safely into port.

And so long as man planted trees and trusted to luck to get the crop, the crop was lost; but when he studied the conditions necessary for the growth of the trees and supplied those conditions the crop was abundant and he became rich. It is the object of the writer to explain these conditions and show how any man of ordinary intelligence, owning a few acres of land, may become rich by growing fruit for market. Sit down, Mr. Farmer, and let us talk.

Mr. Farmer—You are just the man I want to talk to. I often read in the papers about fruitmen making \$500.00 to \$1,000.00 an acre; and I notice that most of them are rich—they have big houses and beautiful yards and automobiles, etc., and if you can show me how to turn the trick I want to learn.

Chas. E. Greening—Very gladly; and I will show you that fruit growing is a pleasant business to be in. All you have to do is to work in line with nature—in fact go in partnership with nature. And Mother Nature is a nice partner to have. She will do most of the work and let you take all the profits. I will give at least ten reasons why **you** should grow fruit for market, and if in the course of my talk there is anything you do not understand do not hesitate to ask for fuller explanations of further details.



CHARLES E. GREENING.

President of the Greening Nursery Company, and Author of "Greening's Fruit Growers' Guide," "The Greening Pictorial System of Landscape Gardening," "Greening's Horticultural Book," "Success in Fruit Growing," Etc.

head clear and his blood cool. Morning, noon and night he eats fruit. Fruit, Fruit, FRUIT, is the burden of his song.

It, therefore, follows that the farmer should grow fruit for market and I will show by a plain statement of facts that ten to twenty times more profit can be made in this business than with any other crop he can produce. I will prove these facts by the testimony of men who have actually made the profits and know what they are talking about; and furthermore, I will prove to you that an orchard is less labor, worry and uncertainty than any other farm proposition. Let it be understood, at the outset, that my statements are based upon demonstrated facts, and before we get through this little talk on the subject of fruit growing you will be convinced without a doubt of the force of my arguments.

THE FARMER IS A MANUFACTURER OF FOOD PRODUCTS

The farmer is a manufacturer. He manufactures food products. He applies his labor to the earth and by the magic of his toil the world is fed.

Like other manufacturers, the farmer must keep posted on methods of production and on market demands; in other words, he must produce that which the other fellow wants to buy and will pay the most for.

The other fellow lives in towns and cities and there is lots of him. He makes up 65 per cent of the total of our population. He is a composite man, the other fellow. He is a merchant, manufacturer, inventor, mechanic, lawyer, doctor and preacher, and every fraction of him lives well. He is a good eater and pays a good price for what he eats.

This composite city man does not live in the open air like the farmer. His life is spent in the factory or office. He does not need much bread-stuff nor meat-stuff. He needs fruit to keep his



Packers in the Orchard of E. O. Ladd, Old Mission, Mich.

This is another orchard that has brought wonderful results and increased the bank account of its owner, bringing in a thousandfold the money expended. It was reported that the crop was shipped direct to England, the prices averaging in the neighborhood of \$5.00 per barrel of 2½ bushels each or at the rate of \$2.00 per bushel. Can there be any question as to the profits derived from a well managed apple orchard when fruit buyers come from foreign countries to buy our apples? If it is our apples that attract buyers to this country, who bring money to our doors from thousands of miles away, it is time for farmers to wake up and think it over.

George E. Chatfield, South Haven, Mich., sold 100 bushels of Flemish Beauty Pears from 10 trees, getting \$100 net for them, or at the rate of \$1300 per acre. His profits on apples last year were about \$250.00 per acre; one tree of Spitzenberg yielded 10 barrels which netted \$30.00.

Emery Bull of Bailey, Mich., has 1000 trees that brought him in \$7000 in five crops.

John McKinley of Grant, Mich., bought 1000 trees from us that are now nine years old. He has had six crops that paid him \$9400.



An Orchard of Winter Banana Apples.

This variety is becoming better known in recent years as a fancy market fruit on account of its great beauty of color and the uniform shape of the fruit. During the Washington State Apple Show, held at Spokane, President Taft, then on a tour through the country, was presented with two bushels of Winter Banana Apples for which the grower received \$25.00 a bushel. They were the most beautiful apples ever seen and every apple was absolutely perfect. Eating Winter Banana Apples is a supreme delight on account of its spicy, aromatic and pure, crisp, apple flavor. The tree is hard as a hickory, a strong grower, bears early and abundantly and is regarded one of the best apple varieties where the finest and most fancy fruit is desired. This apple was introduced by us in the year 1892 and we feel proud of its popularity and success.

TEN REASONS

Why You Should Grow Fruit For Market

REASON No. 1.

A PLEASANT BUSINESS.

First, it is a pleasant business. This, after all, is the most important reason, for to be happy and make his family happy, ought to be the ambition of every man. Fruit growing is the refinement of farming. To convert the sunshine into juicy apples, or luscious peaches or toothsome berries is the quintessence of manufacturing; and the business is so profitable that a fruit grower can enjoy all the good things of life like other manufacturers. The labor is moderate—much less than in other kinds of farming—thus giving ample time for study and travel, and for the enjoyment of modern luxuries. To go out with your automobile in the evening after a day of joyous work, your happy wife by your side, your children gaily dressed—the blue ribbons fluttering in the breeze—that is happiness.

And the shortest cut to happiness is to start a fruit farm.

REASON No. 2.

THE WORK IS EASY.

Fruit growing is easy work. An orchard once planted, will last many years—from fifteen years to a hundred years, depending on what you plant. Thus, at the outset, you cut your work plumb in two, and avoid the heavy labor and expense of plowing, dragging and seeding every spring as you must do with other kinds of farming. The summer cultivation is about the same as for a corn field, to keep the ground loose and kill the weeds. Large riding cultivators or disc and spring tooth harrows are used for this purpose, a man and a team covering about ten acres a day and ————

Mr. Farmer—Excuse the interruption, Mr. Greening, but you said I could interrupt. Do you mean to say I must cultivate my orchard?

Mr. Greening—I certainly do; about as much as you would a corn field and for the same reason. You don't expect a crop of corn without cultivation, do you?

Mr. Farmer—Of course not, but I never looked at it that way. I have been in the habit of allowing my trees to take care of themselves the same as the trees in my woods; indeed, sometimes I grow hay and other farm crops among them. The idea of pruning and spraying trees and cultivating around them has always disgusted me.

Mr. Greening—But you would not ignore a discussion on fruit topics if I can convince you, beyond a doubt, that a fruit crop will pay you more money and be easier to handle than any other of your farm crops?

Mr. Farmer—Certainly not. I want to get all I can for my investment and labor, but don't want to go into anything blindfolded. I have often read about the big profits made by certain fruit growers, but have always considered myself too inexperienced in the business to make a trial of it. Now, I am told that the work is easy to do and not difficult to learn. I wish you would specify just what there is to it.

Mr. Greening—Certainly, and you will see that there is nothing mysterious about it. In March the trees must be pruned—all interfering branches removed and the long ones shortened in. At the same time one application of the spray can be made. During the summer the ground must be cultivated a few times and the trees sprayed once or twice. In the fall the fruit must be picked and marketed. That's all there is to it.

Mr. Farmer—That is certainly easy to do—it is mere play compared with what I do now; and yet I have never done any of these things. No wonder my trees die and I can't get an automobile. It is all my own neglect and carelessness.

Mr. Greening—It certainly is. The work is easy and, as I was going to say when you interrupted me, one man can take care of a pretty large fruit farm.

MODERN SPRAYING METHODS KILL THE BUGS AND INSURE SOUND FRUIT.

Spraying is very simple and the fruit grower is master of the situation. There is nothing easier than to mix the ingredients for spraying purposes. Spraying compound can be secured very cheaply from the manufacturers for the various purposes, and directions will be furnished by them for the same. With a powerful pump, a fog of spray can be forced to cover every part of the tree, which is sure death to insect life. The time to do the work, and amount to use are given with full instructions, and no one need fear the fruit pest. You cannot possibly fail if you follow the instructions given.

REASON No. 3.

Mr. Farmer—I thought these insects had completely paralyzed the fruit business.

Mr. Greening—Well, they did, for a time. But history repeats itself. Do you remember back in 1872, when the common potato-bug, known as the Colorado beetle, struck Michigan, the potato business was as completely paralyzed and potatoes were very scarce. At last, some one found that spraying with paris green would kill the bugs and the business picked up again. Nobody is afraid of potato bugs now. In the same way the fruit business has been hit hard, the world's Apple production, for instance, decreased from 69,000,000 to 21,000,000 barrels in thirteen years. But the crisis is passed. We have learned how to control insects with little labor and small cost; and the man who has faith in himself and in scientific practice is sure of a rich reward by starting an orchard now. Our methods of spraying are absolutely reliable and effective. In compiling our treatise on this subject we secured the co-operation of the best entomologist in the country, and there is no guesswork in using our formulae. They kill the bugs and caterpillars and insure a perfect crop of fruit every time. We furnish our customers all necessary information absolutely free of charge, and we do it cheerfully. Their inquiries will always receive prompt attention.

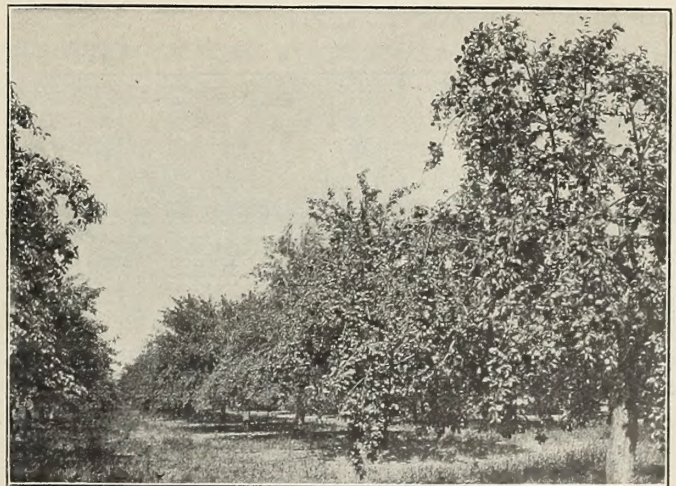
Mr. Farmer—You are very kind, Mr. Greening, but, really, I don't care to bother with those worms and bugs. I know my trees are full of them and I want to cut them out.

Mr. Greening—Just like the man who burned his barn to kill the mice! That's all nonsense, Mr. Farmer. Right here is where you must start in to become a business man. You don't stop to consider the value of a bearing fruit tree. It has taken years to grow, and while it has not received



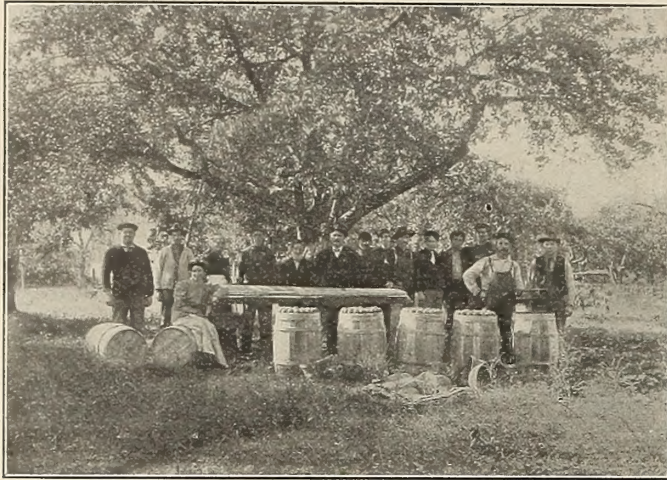
The Standard Fruit Package for Fancy Peaches Adopted by The West Michigan Bureau.

This package consists of a crate containing six baskets. The Californians have taught us a lesson in packing, their fruit being put up in neat, small packages and sometimes each fruit is wrapped in paper. Eastern growers are adopting western ideas in this respect, for the reason that an attractive package helps to sell the fruit. Peaches properly graded, of largest size, and averaging the same in quality throughout the package always brings fancy prices. The American people are being educated to buy the best fruit products regardless of price. Some years ago the ordinary methods of packing fruit were very careless. Invariably it arrived on the market in bad condition. It was improperly packed, poorly sorted, and the buyer usually took for granted that he had to buy the fruit cheap in order to get his money's worth. With the package shown in the picture there can be no deception. The buyer can examine the fruit and see what he is buying. He pays the price and goes home satisfied. A dishonest, careless packer, nowadays, unless he changes his methods, had better chop down his trees and do something else for a living. Fruit growing is an honest business for honest men.



Apple Orchard of Wm. Golden, Old Mission, Mich. Crop 1909.

This orchard is about 12 years old and has already proven itself a veritable gold mine for its owner. The trees are sprayed three times during the growing season and the apples are perfect and sound. They are planted at the rate of forty trees to the acre and it is reported that the fruit has sold at an average price of \$4.00 per barrel on the ground and that some trees produced as much as 3 or 4 barrels.



Scene on the Fruit Farm of Wm. Golden, Old Mission, Mich. Showing the wind-up of the packing season, October, 1909. 1023 barrels of apples were picked and packed in a few days by the men in the picture.

This picture shows what scientific methods can accomplish. It is late fall, the fruit has all been harvested and most of it sent to market, and yet the trees still retain a heavy, healthy growth of foliage. In neglected orchards the leaves and fruit began to drop in August and by fall there is nothing left but a blistered streak of brown. What makes this difference? Cultivation and spraying have done it, and nothing else. The trees shown in the picture will continue to grow for another month and ripen up their wood and fruit buds in such a way that they will not suffer any winter injury, and will be in shape to produce another crop the following year. Good, careful growers have no off years. They get a crop of fruit every year.

David Reid of South Haven sold to F. E. Smith of Battle Creek the balance of his apple crop for \$3,500 on the trees, having previously harvested about \$600 worth himself.

From forty acres set out largely to peach trees with 300 apple trees and a few pears and plums, Neil McColein of Hesperia, last fall realized \$3,500.

One of the most successful apple orchards on a small scale is that of Jas. Caherel, near Hesperia. From thirty-three trees he sold, last fall, \$550 worth of choice apples—an average of \$17 per tree.



Cherry Orchard of Mrs. M. Swaney,
In bloom Spring 1909.

This picture shows the proper management of a Cherry orchard and the reader can tell at a glance that there is nothing mysterious about it. The abundant bloom is a prophecy of a large crop to come, and the prophecy was fulfilled. Spraying kept the fruit free from curculio and cultivation made it grow large and juicy. It was packed in quart boxes and shipped in standard crates; and we are credibly informed that it sold at \$3.00 per crate, or at the rate of \$6.00 per bushel. Many trees produced three bushels each. Who can doubt that there is money in fruit, when more profit can be made from one tree than from an acre of wheat?

any attention, it has kept alive; more than that, it blooms every spring and fairly begs of you to do your share and protect it from the ravages of insects. You pay no attention to it, and of course the fruit is stung and worm eaten, and the results are not satisfactory; nevertheless the tree is there, permanently established, simply waiting for you to practice a little common sense and give the tree a chance to show what it can do. Let me tell you something that will open your eyes.

An Old Orchard Can Be Made New.

Out in Grand Traverse County, Michigan, a man with a good sound head and business enterprise, went out among the farmers and rented their neglected orchards for a period of five years, at a rental of so much per tree, payable annually. He plowed and cleaned up the ground; pruned the trees, taking out all the dead wood; cut back the tops and opened up the center so as to let in air and sunshine; scraped off the old bark; sprayed to destroy every fungus and insect enemy; and continued to spray several times during the summer season in order to keep them under control; and what do you suppose he accomplished? He cleaned up a fortune of \$10,000.00 the second year, and he now looks forward to a similar or better clean-up every year of the remaining three years to come. With twenty to forty bushels of good, sound apples hanging on each tree, and with a score or more of buyers competing to buy his crop of fruit and do their own picking and packing, the eyes of the farmers in that section of the country have been opened so wide on the subject of fruit growing that they will never be closed again. Indeed, all farm property with proper elevation, even unimproved land, has increased in value 100 per cent. in one year as the result of this successful experiment. Now, my dear farmer, will you stop to consider the great value of bearing trees? You, too, can make a fortune in fruit growing under new methods of spraying, cultivation and packing, and do it easily. Do you still want to cut down your trees? Does not this argument appeal to you?

Mr. Farmer—It certainly does. I am just beginning to wake up to the fact that about one farmer in a hundred gives his orchard the proper care. We look at fruit growing as a side issue on the farm, and don't give the orchard a ghost of a show. Your arguments are so fair, reasonable and convincing that I readily see the truth of what you have said. No one can be successful in fruit growing if he goes at it in a slipshod way. About 99 orchards in a hundred in this section have been neglected and abused in a way that reflects seriously on the business ability of us farmers. The condition of our orchards is most deplorable and the fault lies in the miserable way they have been treated. I ought to be ashamed to say it, but my fruit is all stung and wormy, and gnarled and scabby and, really, it isn't fit for hog feed. Of course, I don't spray, for I did not know it is so easy. I guess that's why I can't get an automobile.

Mr. Greening—Certainly, that's why. Read, in these pages a few statements of what others have done; and remember that what others have done you can do. As a matter of fact the fruit farmer is a thousand times better off than the grain and grass farmer, for the latter has not much control of the grasshopper, locust, weevil, chinch bug, army worm, cut worm and other pests that ravage his crops; whilst the fruit grower has every one of his enemies under control. Indeed, it is now generally regarded as an established fact that the worst enemy we have had yet—the San Jose scale—is, in a way, a blessing in disguise, for the reason that the application of the prescribed remedies for killing the insect acts as a wonderful tonic in preserving the healthy condition of the trees.

REASON No. 4.

THE BUSINESS IS SAFE AND MORE CERTAIN IN TIMES OF EXTREME DRY OR WET WEATHER.

Fruit growing is a much more dependable business than grain farming. By following our practical, scientific methods nearly every element of uncertainty is eliminated and a profitable fruit crop assured every year. **The trees send their roots down very deep and find moisture even during droughts that burn up other crops.** Indeed, by cultivating the ground to preserve moisture the trees can withstand any period of dry weather that we have. Besides, our system of root pruning at the time of planting, forces the roots to grow down deep in the soil. And, in case of **continued rainy weather which drowns out other crops**, the trees have the power of resisting a long siege of such weather without harm. Nor is there much risk from frost. The man who works his orchard and keeps it growing all summer does not lose his trees. They ripen up nicely in the fall and can stand a lot of cold.

Mr. Farmer—Now you are coming to it: My trees freeze out for some reason.

Mr. Greening—Sure they do! and that's because you don't cultivate during the summer—the kind of work you said was play a while ago. When the ground is not kept loose it dries out. The trees think (?) the growing season is over and quickly mature their buds. They get ready for winter quarters. Then come the fall rains and the trees start growing again; they put out a new set of leaves, and, sometimes, even blossom in the fall. This new wood has not time to ripen before winter sets in and, naturally, it winter kills.

Mr. Farmer—That is certainly a very clear explanation. There is a superstition out our way that when trees bloom in the fall it is a sign of death in the family.

Mr. Greening—Aha! It is nothing of the kind. It is simply a sign that somebody is lazy or neglectful and does not cultivate the orchard. It is a sign, too, that the trees will die unless the owner takes care of them.

REASON No. 5.

THE SMALL COST OF IMPLEMENTS.

Only a few tools, of small cost, are required to conduct a fruit farm. Instead of the small fortune which is usually invested for implements on an ordinary farm, the fruit grower gets his full equipment of tools for a few dollars. All the expensive ones like the drill, reaper, and binder are dispensed with; indeed, all that are needed are a garden plow, cultivator, harrow, spray pump and pruning tools; and most of these will last a lifetime, whereas the expensive implements for grain farming require frequent renewal.

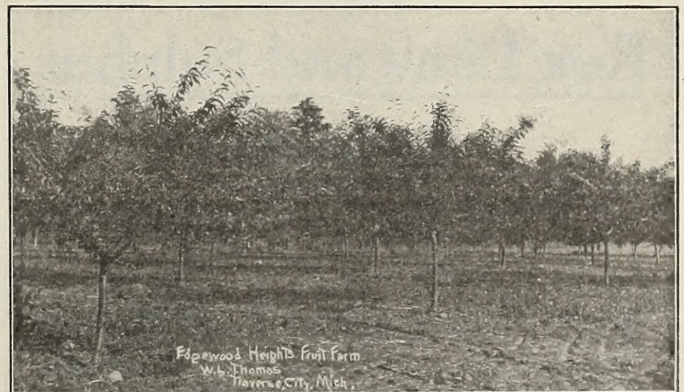
Mr. Farmer—I know it. I have often got discouraged buying implements; and do you know, I sometimes think they are made on purpose to last just so long before they go to pieces, so a fellow has got to buy another set. It beats all how money goes for these things. I guess that's why I can't get an automobile. My money all goes for binders and such stuff and they don't ride near so easy.



Picking Plums in the Orchard of P. R. Platt.

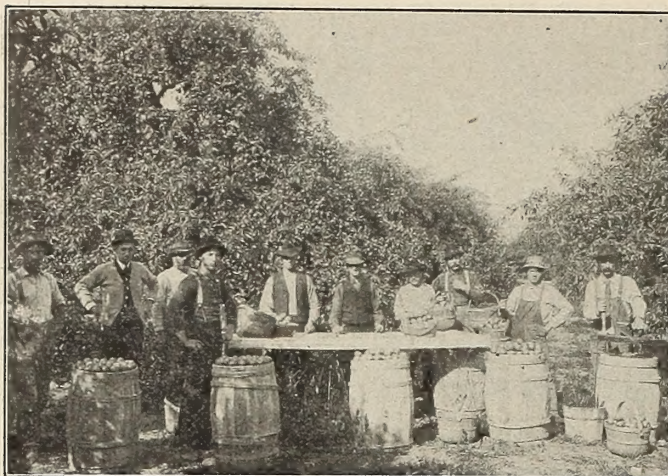
It is an established fact that in recent years plum culture has been greatly neglected. The reason is the slipshod, almost slovenly way, in which this fruit has been handled—sending it to market in bushel baskets, which is about as sensible as loading eggs in a lumber wagon with a scoop shovel and bringing them to town in that manner. It is a matter of packages and careful packing with the plum. It is one of the easiest fruits to grow. All that is necessary is spraying and cultivation. Pruning is not as necessary or important with the plum as with the apple or peach, but it is well to head back about the same as the peach in order to get select fruit that brings fancy prices on the market. We recommend the use of crates and baskets as shown elsewhere in this booklet, and in most cases it is best to ship the fruit by express. There is a great scarcity of plums and the fruit grower who will take in consideration the fact that the demand for them is increasing will not hesitate to plant a plum orchard. Fortunes have been made in plum growing and no better evidence can be produced than what you learn from Mr. Benton Gebhart, of Hart, Mich., the King of Plum Growers. His favorite crop is the plum. Prices on fancy fruit, properly packed, range from \$3.00 to \$4.00 per bushel. Some of the prunes also sell well, especially the York Prune, Italian Prune and Hungarian Prune, on account of their high quality. The York Prune ripens late and carries well. The fruit is large and the trees productive and hardy.

WE HELP TO FIND A MARKET FOR YOUR FRUIT.



Fruit Farm of W. L. Thomas, Traverse City, Mich.

This cherry orchard, planted five years ago, has already borne two crops. Observe the nice form of the trees, showing good judgment in pruning and training them. The leading branches shown in the picture were cut off the winter following the crop to keep the growth low; at the same time the center was thinned out to admit air and sunshine. Cherries are one of the easiest crops to grow, requiring less care than any other fruit. The picture shows a well-kept orchard, which is bound to bring good results.



Apple Orchard that Brought \$4,900.00 in 1909.

This orchard is the property of O. K. Montague, Traverse City, Mich. The reader here beholds a scene that should encourage every farmer to plant an apple orchard. The expression of satisfaction on the owner's face, shown in the left of the picture, proves that he is in the business to make money and is getting it out of his orchard. Where can you grow a farm crop that would attract as much attention as the view shown above, when \$15.00 to \$40.00 can be picked up from a single tree?

Northern Grown Trees are the Best

It is the law of nature that trees, like people, need a period of rest; hence it is that northern grown trees, having a shorter season of growth and a longer period of rest and wood-ripening, are more vigorous in constitution, more hardy in resisting cold winters, more able to withstand dry summers, more early to bear, more prolific in fruitage, and they live longer and bear better fruit than southern grown trees.

Rex Lime and Sulphur Solution

AND

Rex Arsenate of Lead

WRITE FOR PRICES AND
OUR FREE BULLETIN

The Toledo Rex Spray Co.
TOLEDO, OHIO

REASON No. 6.

\$444.00 AN ACRE FOR WATER.

It must be remembered that fruit is largely composed of water and contains but a very small per cent. of solids as compared with wheat or other grains. This is one reason why cultivation is necessary to preserve moisture in the ground, for large, juicy fruit is the only kind that will sell, and such fruit is nearly all water.

A bushel of apples contains about one ounce of nitrogen, $1\frac{1}{2}$ ounces of potash and $\frac{1}{2}$ ounce phosphoric acid, or three ounces in all, which cost about 2 cents. If apples are selling at \$1.50 per bushel it will leave a net profit of \$1.48 for the water; so that an average crop of 300 bushels per acre gives a profit of \$444.00 for the water alone on that acre. This is what makes fruit growing so profitable, namely, the ability to sell water at fancy prices. All you have to do is to pack it. It grows in your fruit.

Mr. Farmer—I see. Its like selling colored lemonade at the circus. No wonder the fruit growers are rich. Here I am producing about fifteen bushels of wheat to the acre, and it contains a large amount of mineral solids which exhausts the fertility of my farm very rapidly, and all I can get for it is a dollar a bushel, whilst the fruit man sells \$444.00 worth of water from an acre, and the Lord sends lots of that.

Your explanation makes one thing very plain to me, Mr. Greening. I never could understand before why fruit can bear 300 or 400 bushels per acre and, in some instances, as much as a thousand bushels, whilst wheat bears only about fifteen bushels; but if the fruit is nearly all water that is simple enough.

REASON No. 7.

LABOR COSTS LESS AND IS EASIER TO GET ON A FRUIT FARM THAN ON A GRAIN FARM.

Most of the work comes at a time when there is nothing else to do. The pruning and some of the spraying is done in February and March when farm work consists mainly of doing chores, and the fruit harvest comes during the school vacations when plenty of children and young people may be had to pick berries, all anxious to make a little money at easy labor, and, in the case of peaches, cherries, plums, pears, and apples, in the late fall when all other crops are garnered and plenty of labor is available. It must be noted, too, that picking fruit with the tips of your fingers is not such hard work as pitching hay or grain, or digging potatoes. Most of the work can be done by children.

Mr. Farmer—You make a strong argument there, Mr. Greening. When my farm was new there was a good deal to do during the winter. There was logging and lumbering going on and we could keep busy, but now there is not much to do except chores, as you say. The young folks become dissatisfied and go away to the city; and as for us old folks who stay at home we all get moody and grouchy, and it is hard to keep on good terms even with the cook. When the busy season comes I have a lot of trouble to get men, and wages are so high that it takes nearly all I make to pay them. I get a good price for my stuff, but, somehow, the hired help gets it all.

Mr. Greening—That's very true; and right here I want to thank you for your appreciation of my argument. I am telling you facts that cannot be denied or disputed by any one. You know in your heart that every word I say is true as Gospel.

Mr. Farmer—I have no reason to doubt the truth of your statement.

REASON No. 8.

THE DEMAND FOR FRUIT IS INCREASING.

Mr. Greening—Fruit has become a staple crop with a dependable demand. Doctors have been telling of the wholesomeness of fruit for so long that the people have found it out at last, and lots of city folks live on fruits and vegetables exclusively. You have heard of vegetarians and fruitarians, haven't you? There are lots of such folks in every city, who do not eat meat at all, depending largely on fruit for their daily diet.

Mr. Farmer—You are certainly right there. The last time my wife and I went to Detroit we saw an excursion party going out on a steamboat. The people looked like factory employes starting off on a picnic with their families. They carried lunch baskets and every one of them seemed to have fruit. My wife said to me, "Look at all the apples and peaches those people have got. It looks like a preacher's donation party!" Everybody had a basket of fruit.

Mr. Greening—Yes, most city people eat fruit; they must eat fruit to keep healthy. Many of them have been cured of distressing stomach troubles by the use of fruit, apples especially having a beneficial effect on the digestion. A certain doctor in the East guarantees to cure any case of indigestion by the use of apples. "An apple a day will keep the doctor away."

Prof. Jaffa, of the University of California, has demonstrated the food value and wholesomeness of fruits by a series of experiments with old people, young people, working people and people of leisure, of both sexes, and he says it is a mistake to regard them merely as luxuries. He further remarks that at the usual prices they are not expensive.

Mr. Farmer—A funny thing happened. We saw some nice apples on a fruit stand and my wife said to me, "Let's have some apples;" so we bought some at five cents each, six for a quarter! They were very nice and worth the price, but just think of us farmers buying apples when we have got all outdoors to grow some of our own! I always buy apples when I go to the city because I like them and they make me feel good; but you see it is the other fellow who gets my money.

REASON No. 9.

WE HELP YOU TO FIND A MARKET FOR YOUR FRUIT.

Whilst a great amount of choice fruit can always be sold at good prices in your local market, the chief demand will always come from the big cities, where the population is congested and where, on account of their shut-in occupation and the nerve tension under which they live, they must have fruit to keep alive; also from certain sections of the country where, on account of the extreme heat or cold they experience, they cannot grow our choice temperate zone fruits. There is only a small strip of land running zigzag across the earth that is fit to grow apples and peaches, and we are right in it. All the rest of the world is dependent on us for those fruits. English and other European buyers come over here and buy up whole orchards and do their own picking. All you have to do is to count the money. The apple crop in the Ward orchard, near Frederick, Mich., sold for \$45,000 on the trees one year, and there are many such instances.

Mr. Farmer—That's one thing that would bother me; I don't know how to sell fruit. I can always take my grain to the elevator and get the price, but



Packing Spies and Baldwins in the Orchard of Guy Tompkins, Old Mission, Mich.

It is reported that this orchard brought an average of \$500.00 per acre to its owner. Apple picking and packing is pleasant work, and comes at a time when a farmer has nothing else to do on his farm—in October, after the fall work is practically over. The apple crop is more certain than the wheat crop, is easier to handle, easier to grow and brings at least twenty times more profit per acre, and no guesswork about it.

William Schultz, Oceana County, Mich., bought an 80 acre fruit farm for \$10,000, paying nothing down, for he had no money. In two years he paid for the farm and had a snug bank balance besides. Meanwhile the farm improved so much that he was offered \$20,000 for it, which offer he refused.

Tommy Smith, a Chicago Fruit Merchant, bought a 120 acre apple orchard that was somewhat neglected. He paid \$4,500 and spent several hundred more fixing it up. The neighbors smiled. He sold the first crop for \$17,000 at wholesale. Then he smiled.

G. A. Smith, Walkerville, Oceana County, Mich., paid \$4,000 for a neglected orchard. He sprayed it, cultivated it, pruned it, etc., and his first year's crop netted him \$12,000, three times the price he paid for the farm; and he refused an offer of \$40,000 for it. His price is \$75,000.

Pleasant Valley Fruit Farm, G. W. Haight, owner, Shelby, Mich., reports: Japan Plums, \$250 per acre; Windsor Cherries, \$1,800 per acre; Duchess Apples, \$700 per acre; Damson Plums, \$1,000 per acre; Currants, \$600 per acre.

Curtis Fowler, Mapleton, Mich., reports making \$634 from less than one acre of Cherries.

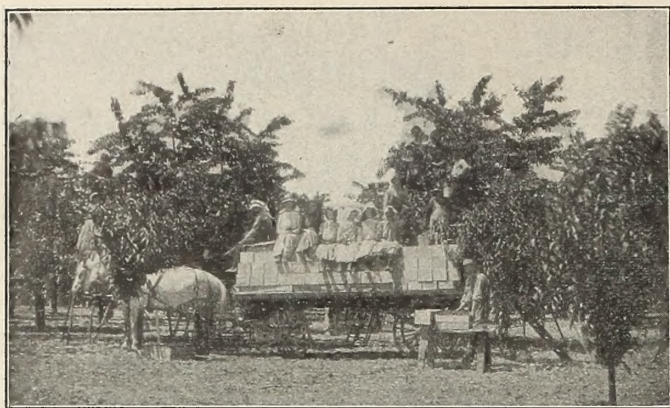
Bert Lockwood, Danbury, Ohio, 800 peach trees occupying about 5 acres, made \$4,860, or about \$950 per acre.

Henry Babs, Danbury, Ohio, 400 Salway Peach, occupying 2 1-2 acres, brought \$2,187, or about \$850 per acre.

Mr. Smith, the Chicago Fruit Merchant, bought another fruit farm last fall—the Morley farm near Fennville. This had been well cared for, and the price was \$20,000 for 25 acres, or at the rate of \$800 an acre. He expects to pay pay for it with this year's crop.

Greening's Double Service Fruit Directory

Advertises free of charge, in all the large markets, the fruit grown by those who buy their Trees and Plants from GREENING'S BIG NURSERIES, and follow the Greening instructions and methods of grading, handling and packing; also of cultivation, pruning and spraying. We find a market for every bushel of fruit grown by our customers without expense to them, by our system of advertising their fruit in GREENING'S DOUBLE SERVICE FRUIT DIRECTORY. Read Reason No. 9.



Harvesting Cherries on Guy Tompkins Fruit Farm.
Summer 1909.

Cherries have a staple demand as a dessert fruit, millions of quarts being sold annually to be eaten out of hand; besides, untold quantities are canned by housewives and the canning factories. In the "old country," where the dietetic value of fruit is generally recognized, thousands of cherry trees are planted along country roadsides—the road from Brunn to Olmutz, for instance, 60 miles in length, is bordered with cherry trees, there being 174,240 trees in each row, which is supposed to be the longest row of cherry trees in the world.

The above picture shows how cherry growing is carried on by the best growers in America. Neat packages are used, the fruit is carefully picked with the stem on and packed stem down; after which it finds its way to the big cities and sells at \$5.00 to \$8.00 per bushel. It is said that the owner of the above orchard made over \$500.00 per acre from his cherry orchard.

F. H. Stinchfield, from eight Duchess apple trees 8 years old, sold 88 bushels at 60 cents, netting \$52.80.
Kenneth McLeod pocketed \$35.00 from three trees of Fameuse apples, 10 years old.
A. M. Gerow, Cheboygan, Mich., sold 65 bushels of Fameuse apples from three trees 25 years old, netting \$65.00.



A Peach Orchard in Benzie County.

This orchard is on Mrs. Tillie Osgood's farm, near South Frankfort, Mich., and has proven very profitable. It is reported that some of the New Prolific Peach trees brought as high as \$15.00 profit per tree. The cultivation of a peach orchard is very simple and easy. It does not offer any obstacle that cannot be easily overcome by the grower. It is simply a matter of being careful in first training the trees in proper form, and when they begin to bear, aim to retain the vitality of the trees so that they will produce a good crop of fruit, which is sure to come if properly managed. The peach trees shown in the picture are used as fillers in an apple orchard. By the time the peach trees have exhausted all their fruiting power and are removed, there will remain an apple orchard that will bring its owner sure and safe returns from year to year. We recommend the peach to be planted as fillers in an apple orchard.

Mr. Greening—In other words you would rather take your grain to the elevator and sell it at the other man's price, than have him come to you and buy your fruit at your own price!

Mr. Farmer—No, I don't mean that exactly. I know I have not anything to say about the price of my stuff now.. I take what they give me, that's all. But I know where the elevator is, and I don't know where the fruit buyer is.

Mr. Greening—Right here is where we come in. For your benefit and for that of all our customers who buy their trees and plants from us, and who grow and pack their fruit according to our instructions, we have established the **Greening Double Service Fruit Directory**, by which means we find you a market for fruit that you produce without any expense to you.

Mr. Farmer—That sounds good to me. How do you do it, Mr. Greening.

Mr. Greening—It is like this. First, you must know that in all the big cities there are fruit merchants who are anxious to handle your fruit on commission or buy it outright, but they don't know where you are, nor what you have to sell. On the other hand, you don't know where they are, nor what kind of fruit they want. Our book advertises your fruit free of charge to hundreds of merchants and they send you a daily market report showing just what fruit is worth. All you have to do is to select the best market, send your fruit along and put your money in the bank.

Mr. Farmer—But how do you find out what I have to sell?

Mr. Greening—In the spring, about June 1st, we send all our customers who grow fruit for market, a report sheet to fill out and return to us with an estimate of their fruit crop for the year. When these reports come in we publish them in a book which we call the **Greening Double Service Fruit Directory**, and we mail this book to about five hundred fruit merchants, who can tell at a glance just what each man has to sell for that year. The fruit merchants will write you regarding your crop and either buy it outright or sell it at the highest market price on a commission basis. Thousands of orchards are bought outright by these merchants each year through their agents, who are in many cases selected from among the local growers. In many of the large fruit sections the fruit is sold at auction right from the growers' wagons to the highest bidder, as many as fifty buyers being on hand to bid for the fruit and pay cash.

Mr. Farmer—I am beginning to appreciate your wonderful idea of assisting your patrons in selling their fruit crops. But why do you call it double service?

Mr. Greening—Because we serve both the fruit grower and the fruit buyer. Our system is a good thing for both; and furthermore, we intend to be honest with both, and see to it that each is honest with the other. If any fruit grower does not grade and pack properly, or does not use standard size packages, or is guilty of the mean trick of putting poor fruit at the bottom of his package and choice fruit on top, we will be obliged to withdraw his name from our list of customers, which will thus deprive him of our service in selling his fruit. We will, on the other hand, protect the honest fruit grower with every facility we have at our command and will act as arbitrators of disputes whenever requested to do so by either side.

And to keep the balance true we shall expect every fruit merchant to deal fairly with our customers. If any one is found guilty of sending false market reports, or making unreasonable and excessive charges, or failing to make returns promptly, or doing any other unjust and unbusinesslike act, deprive him of the further use of our directory. we shall, at once, strike his name from our mailing list and

Mr. Farmer—Your idea, Mr. Greening, of advertising my fruit strikes me very favorable indeed, and will, in my opinion, secure me a good market and square dealing. I believe you would advise me right what to plant to get the best returns for my investment and labor.

REASON No. 10.

TEN TO TWENTY TIMES MORE MONEY CAN BE MADE THAN IN ANY OTHER KIND OF FARMING.

We have now come to the ever present American question: Does it pay? Is it profitable to grow fruit? How much money is there in it? In answer to these questions I say that fruit growing pays handsome profits. It is the fashion among political economists to say that the earth is the source of all wealth, and I say, without fear of contradiction, that there is no possible use that can be made of your soil that will create for you as much wealth, both in money and in happiness, as growing fruit for market. The proceeds vary a great deal, depending on the varieties grown and the quality of the product, but it is safe to say that the profits are never less than \$100.00 per acre, and frequently as high as \$1,000.00 per acre.

A few years ago the Rev. E. P. Roe, the gifted author of "A Day of Fate and "Barriers Burned Away," announced in one of his books that he had made \$2,011.69 from two acres of ground.

Rollin Morrill, who is sometimes referred to as the Peach King of Michigan, is credited with making \$35,000.00 from a 50 acre peach orchard one year; \$15,000.00 from a 10-acre orchard another year; and approximately similar profits every year.

All readers of the horticultural press are familiar with numberless illustrations of orchards producing several hundred dollars per acre.

It is a simple question of figures. Suppose you have fifty apple trees, planted 30x30 feet apart; that will cover an acre. Suppose they bear only eight bushels a tree which is a very low estimate; that makes 400 bushels of apples from that acre; and suppose further that they sell for the very low price of \$1.00 per bushel, it makes a total of \$400.00 for that small area. And under favorable conditions of crop and prices it is reasonable to suppose that these figures may be doubled. In what other way will an acre produce that sum? Or even one-tenth of that sum?

At the same time it is only fair to say that some farmers, especially those who have only a few trees and neglect them, do not receive as much as they should for their fruit, for the simple reason that they have not the right varieties, nor a sufficient quantity of select fruit to send to the best markets or attract the best buyers. But it is a mistake to say that there is no demand for fruit. There is an enormous demand. The teeming millions in the big cities are clamoring for it. All you have to do is to grow the quality of fruit they want and your profit is sure to come. I think I have made good the promise made in the beginning, to show that ten to twenty times more profit can be made in this business than in any other kind of farming.

Mr. Farmer—You have presented a strong argument, worthy of the careful consideration of any owner of a farm with soil, climate and location adapted to the growing of fruit. The statistics of fruit crops shown in this booklet are interesting and convincing. How can I start a fruit farm and do it right?



Packing Apples in Orchard of J. A. Stokes, Fremont, Ohio.

This cut and the other view of Mr. Stokes's orchard, as well as the statistics regarding his crop, are taken from the Ohio Experiment Station, Circular 95, and we reproduce them by permission. The basket on the ground represents the proportion of wormy fruit. The first grade sold at \$5.00 and the second grade at \$3.00 per barrel. The proceeds per acre were \$1,408, as closely as can be estimated.

Pedigree Bred Trees

A Sworn Statement

I, Charles Auch, being duly sworn, do hereby certify that I am employed by The Greening Nursery Co., of Monroe, Michigan, and that I have been in charge of a force of assistants gathering scions for said nursery, from the best strains of bearing trees, in orchards showing the highest type of culture. All scions secured have been taken from such trees only as have shown marked superiority as to fruiting power and quality of fruit.

(Signed) CHAS. AUCH,
Horticulturist.

Monroe, Mich., Aug. 20th, 1910.

COUNTY OF MONROE,
State of Michigan.

Personally appeared before me, a notary public in and for said county of Monroe, Chas. Auch, known to me to be the signer of the above statement, and deposes that his statement is true and correct in all respects.

J. EDWARD READY,
Notary Public.

My Commission Expires Feb. 28th, 1911.



Another View of Mr. Stokes's Apple Orchard.

This view is also taken from the Ohio Experiment Station Circular, and published by permission. The basket on the ground contains all the wormy apples; the rest are sound and sold at \$5.00 per barrel. The proceeds were \$1,408 per acre.

Mr. Greening—Select a suitable piece of land with good surface or under drainage, prepare it with care, applying either green or stable manure, and plow deep. Select varieties of fruit of highest market value, plant few varieties, buy the best low headed pedigree trees, follow instructions in Greening's Fruit Growers' Guide, which will be furnished free with every \$10.00 order, give us your business and get the very best stock that money and experience can produce. Our advice is free to you at all times; all you have to do is to communicate with us whenever you feel that you need our assistance. My **Reason Number Two** tells you how easy the work is and you can take care of a 15 or 20 acre orchard in connection with your farm without much trouble; and it will not be long until your little side line will pay you more money than the rest of your general line of farming.

Mr. Farmer—Can't a man grow berries at the same time and get some profits pretty quick?

Mr. Greening—I was just coming to that. You can plant strawberries and have a crop in one year, or you plant raspberries, blackberries, currants and gooseberries, and begin to cash in in two years. Besides you can raise chickens, and they will help kill the bugs. These are three things that go well together—orchards, berries and chickens,—all on the same land. Of course when the orchard comes into bearing the berries can be removed, or grown on a separate piece of land.

Mr. Farmer—About the question of help, can I keep a man busy the year round at this business? My greatest trouble now is that I need extra help for only a few months; then I need lots of good men; but the best men have got steady jobs somewhere, and all I can get are the floaters who don't want to work, except a few days at a time, and then they don't do much.

Mr. Greening—That's it exactly. You see, you can't use a man the year round, but the man must live the year round. When you get through with him he goes somewhere else, and when you want him again he is busy and you can't get him. My own opinion is that's why so many men go to the cities to work in the factories; they want steady work. They would prefer the country if you could give them steady employment.

But answering your question I will say that while much of the work on a fruit farm can be done by women and children, especially picking the fruit, there is some that must be done by a man, such as pruning, spraying, cultivating and handling the heavy fruit packages; and when there is not enough male help in the family a hired man can be kept the year round. Every farm should have a steady hired man to help bear the drudgery of the necessary chores, and his company will cheer and brighten the long winter evenings.

Mr. Farmer—But what can we do during the winter?

Mr. Greening—You can prepare the fruit packages at home—making the boxes and baskets will save you some money; and you can paint your fruit wagon, repair the farm tools and prepare for spring. Then there is the pruning and spraying; and what is the matter about your taking a vacation in the winter—other manufacturers do. Would not you like to spend a month in Florida or California every winter and let the hired man do the chores?

Mr. Farmer—That's almost too good to be true. I don't know what it is to take a vacation yet. I start out at four o'clock in the morning with a lantern in one hand and a swill pail in the other, and after a day of hard work I end up with the same amusement at about eight o'clock in the evening. There is no let up and no rest! But I wish you would tell me how I can get people to pick the fruit.

Mr. Greening—This comes largely during the school vacations when there are many children and young people

looking for something to do to make a little money; besides, at that season of the year there are thousands of city families who go out in the country for their vacation. Some of them board out, others camp in tents—all are eager for the outdoor life. All along the Lake Michigan shore, in what is known as the fruit belt, there are thousands of families from Chicago camping in tents during the fruit season. Even wealthy families go, for they realize that to eat fruit is the best tonic their system can have. Some of them board and the rates are \$2.00 a day for each person. All that country is a vast boarding house. You see eating large quantities of fruit and getting plenty of outdoor air has a tendency to make people stronger and healthier for the rest of the year.

The question of labor solves itself. There is no trouble to get help on a fruit farm.

Mr. Farmer—Tell me something more about your **Fruit Directory**. How much do you charge to advertise my fruit?

Mr. Greening—We don't charge anything at all. **We do that absolutely free** for our customers who grow good fruit and pack it according to standard rules and specifications, which we furnish them, and who keep us posted on the way their crops are growing and what they have to sell. There is nothing more to say except that we find you a market for all the fruit you can grow if you are only willing to follow our instruction, which we offer you cheerfully without charge.

Mr. Farmer—Do you substitute one variety of trees for another? I notice some nurseries do that.

Mr. Greening—Never! That is a rank fraud. I know many nurseries do that, but such people are not worthy of patronage. **We do not substitute** without permission. When sold out of a variety called for, we say so, and cancel that part of the order. Our trees are guaranteed true to name, and our guarantee appears in every copy of our catalogue and on our order blanks. We also guarantee all our trees to be of strictly first-class quality, young, fresh, healthy and thrifty.

Mr. Farmer—That is reasonable enough. No nursery can do anything more fair.

John Anderson, Danbury, Ohio, made \$3,350 from 9 acres of Peaches, nearly \$400 per acre.

Henry Lass, Danbury, Ohio, made \$1,494 from 300 Elberta Peach, or at the rate of \$775 per acre.

Henry Gulan, Danbury, Ohio, 2 acres Peach Trees brought \$1,220.

Martin Kihlken, Danbury, Ohio, from 185 New Prolific Peach Trees, occupying a little more than one acre, made \$935.

Does Fruit Growing Pay?

An acre of **APPLE** orchard contains 50 trees. The average crop per tree is 12 bushels, and the average price for good fruit is \$1.50 per bushel. Profit per acre, \$900.00.

An acre of pear orchard contains 134 trees. The average crop per tree is 4 bushels, and the average price for good fruit is \$1.50 per bushel. Profit per acre, \$804.00.

An acre of peach orchard contains 170 trees. The average crop per tree is 3 bushels, and the average price for good fruit is \$2.00 per bushel. Profit per acre, \$1,020.00.

An acre of plum orchard contains 170 trees. The average crop per tree is 2 bushels, and the average price for good fruit is \$2.50 per bushel. Profit per acre, \$850.00.

An acre of cherry orchard contains 170 trees. The average crop per tree is 2 bushels and the average price per bushel for select fruit is \$3.00. Profit per acre, \$1,020.00.

An acre of grape vineyard contains 680 vines. The average crop per vine is 20 pounds, and the average price per pound is 3 cents for select fruit. Profit per acre \$408.00.

An acre of wheat bears 15 to 20 bushels and sells at about \$1.00 per bushel. Profit per acre, \$20.00.

This cut is a comparative illustration. The large pear tree on the right is a good demonstration of Greening's Low Crowned and Low Top Trees, full of life and loaded with fruit. The smaller and taller tree beside which the man is standing is a fair representation of High Top training—the wrong kind of pruning. The reader can see the great advantage of Greening's system of Low Top Heading of all fruit trees.



GREENING'S LOW-HEADED TREES

Will Add Millions to the Wealth of the Commercial Fruit Grower; Advantages of the Greening Low Crown System.

1. Our new system of low heading all kinds of fruit trees brings the fruit closer to the source of the water supply; in other words, there will be considerable less evaporation and waste than with the old method practiced, where the fruit is high up in the air and the trunks exposed to the weather and elements. Ninety-five per cent of the fruit is water and 5 per cent of the ingredients make up the chemical elements contained in the fruit.

2. There is only one-half the cost of spraying in labor and material, as a great waste is usually accompanied in spraying high-top trees.

3. The expense of picking is reduced about one-half for reasons that the picker can pick from a low step ladder or an elevated wagon platform, and can pick twice as much fruit in the same length of time and with greater success.

4. There is a great saving in the labor of pruning the trees.

5. The trunks grow stronger, the framework of the main branches more substantial, and the crown is stronger, stiffer and better adapted to stand the wind storms, which means that there is a big saving in the fruit that would be otherwise knocked off from the trees where the branches are loaded with fruit and are swaying in the wind, where under our system the branches are stronger and more substantial to carry a load of fruit. The loss alone in the falling of fruit in times of heavy winds is something enormous, and it is usually a complete loss, except where there are facilities to take care of the fruit immediately after it has been knocked off.

6. The trunks of the trees are less subject to disease and injury from the elements. It is a fact that on high-top trees you will usually find more or less injury on the southwest side, caused by the sun and elements, all of which is eliminated under our system of low training.

7. The tree develops a much larger and stronger root system, protecting against the effect of drought and other severe weather conditions.

8. The quality of fruit is much improved and the yield is greatly increased. When proper culture is supplemented by our new method of orchard pruning a large per cent of the crop will be of high-grade quality and color, and will bring top-notch prices in the markets.

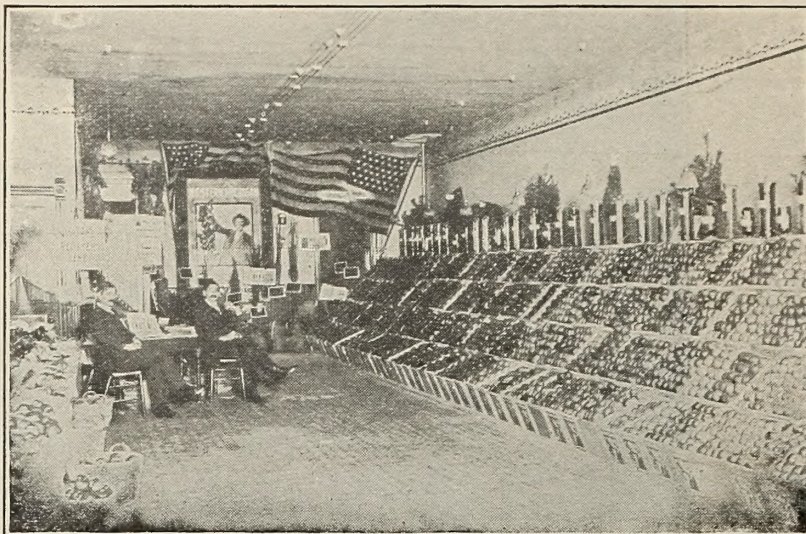
The Greening Low Crown System of Tree Propagation will revolutionize the Fruit Industry of this country. We were first to advocate it. Under our method of bringing the crown closer to the ground and confining the top, the root growth is greatly increased, giving more growing and fruiting power to the tree.

Leading Commercial Fruit Growers are Enthusiastic in advocating our new method of tree growing for low-down crowns. Mr. C. E. Brisbin, Schuylerville, N. Y., reports 4 feet of growth the first season with only one dead tree out of 5,000 apple trees planted spring 1911. Mr. J. K. Barden, South Haven, Mich., harvested on an average of 5 bushels of peaches to the tree the fifth year from his low-headed orchard of Greening's trees. Dr. C. N. Smith, Toledo, O., planted a large orchard in Western Michigan of our low-headed trees, and was so well pleased that he placed his order for many thousands more of our low-headed trees as a result of his success.

OUR GUARANTEE

In filling orders, we always exercise the greatest care to have our stock true to label. Should a mistake occur, however, and some trees or plants prove untrue, we will either replace all stock proven untrue to name or refund the money paid for it, after receiving proper proof thereof. Parties placing orders with us **MUST** do so with the understanding that **WE SHALL NOT BE HELD LIABLE FOR DAMAGES** in such case, further than the replacing of all stock proven untrue to name, or refunding the money paid for it. All stock guaranteed to be first-class according to grade ordered. **You will get your money's worth.**

This apple show was held during the annual Grange meeting at Traverse City in December, 1909, and consisted of apples grown in the Northwestern counties of the state; some of this fruit had been exhibited at the Irrigation Show held in Chicago the early part of the same month. In January, '10, the whole exhibit was taken by the writer to the city of Detroit and there displayed for a few weeks.



These apples were grown under our methods of spraying, pruning and cultivation, and prove conclusively that Michigan ranks as one of the best apple growing states in the union. The fruit attracted great attention on account of its large size, beautiful color and excellent flavor. The general verdict was that Michigan fruit is vastly superior to that grown in irrigated regions—the color is just as good and the quality vastly better.

APPLE EXHIBIT—TRAVERSE CITY, MICHIGAN

The excellence of Michigan apples is due to several causes. Of course the Great Lakes affect the climate favorably, and besides we are on the right isothermal line. The soil has the proper constituents to produce apples of the richest aroma and sprightliness of taste, which makes them immeasurably better than apples grown on the irrigated alkali lands of the west. Some years ago, quite by accident, I made the discovery of the great fitness of Michigan soil for

growing apples. I was interested in marl beds for the manufacture of cement, and traveled over large portions of the state with a chemist of national fame whom I employed to make soil analysis for me. It was at my suggestion that the Northern Michigan Development Bureau was organized, under the able management of Mr. John Gibson of Traverse City.

GREENING'S

MONROE, MICHIGAN

BIG

NURSERIES

MONROE, MICHIGAN

1000 ACRES OF NURSERIES



10,000,000 TREES, SHRUBS AND PLANTS

Largest Nursery Business in the World
OUR CUSTOMERS CAN TELL YOU WHY

Greening's Trees Grow True to Name

QUALITY--EVERYTHING IS QUALITY WITH US

GREENING'S TREES GROW---They Can't Help It
They are Whole Root, Pedigree Bred Trees; Full of Life and Grow First Class Fruit

THERE IS A FORTUNE IN FRUIT GROWING
Get the Best Stock and Begin Right. Write for what you want today

Our Large, Illustrated Catalogue Free to parties wishing to buy Nursery Stock

Greening Nursery Company, Monroe, Michigan
Agents Wanted Everywhere Where we are not represented